

BPI 101: An Overview of BPI's Professional Credentialing Process

Clean Energy Workforce Training Program Webinar
June 24, 2010



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What is BPI?

- Global Leader supporting the development of:
 - highly professional building performance industry consensus standards development,
 - individual and organizational credentialing,
 - rigorous quality assurance program.
- Our mission is to raise the bar in performance contracting.

www.bpi.org



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BPI Expansion

- Supported by consensus realization of the need for national building performance standards
 - U.S. Environmental Protection Agency,
 - U.S. Department of Energy,
 - U.S. Department of Housing and Urban Development,
 - Various regional, state, and local programs



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What BPI Offers

- **National technical standards for the home performance industry** based on sound building science (open, transparent, consensus-developed process)
- **Certification** of individuals in professional technical designations
- **Accreditation** of contractors committed to delivering quality, home performance improvements
- **Quality assurance** to verify conformance with BPI Standards and provide feedback for continuing improvement
- **Affiliation** of training organizations that deliver BPI services in their market



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Standards Development Process

- **Standards Management Board**

- 5 members (1 from DOE)
- Oversees standards development
- Follows ANSI protocols

- **Standards Technical Committee**

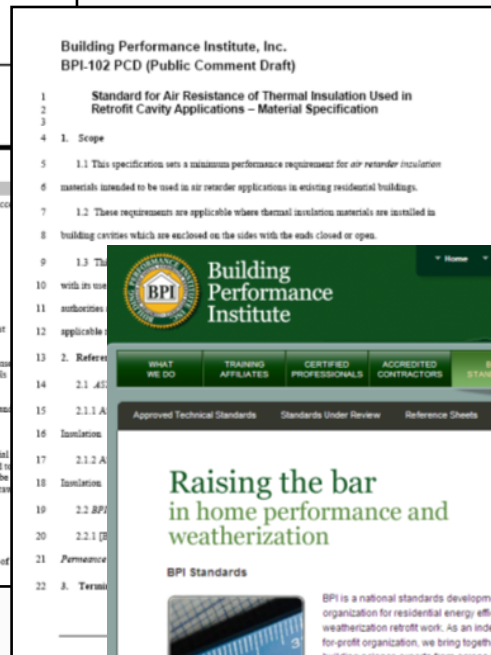
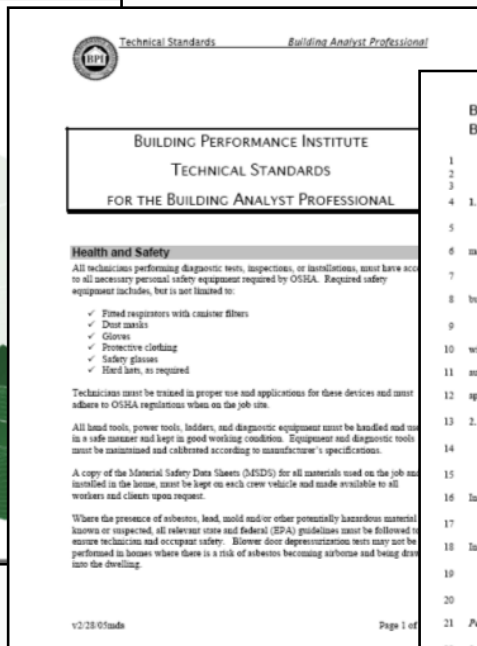
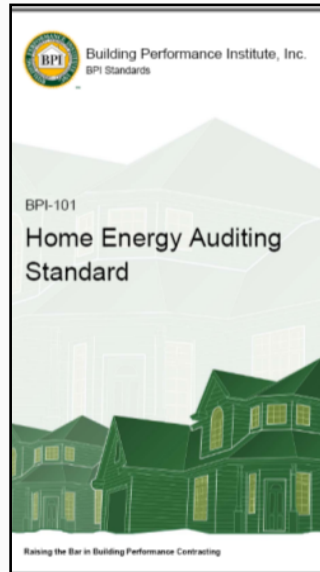
- 11 members (2 from DOE National Laboratories)
- Commissions working groups to develop and maintain standards
- Oversees public comment process



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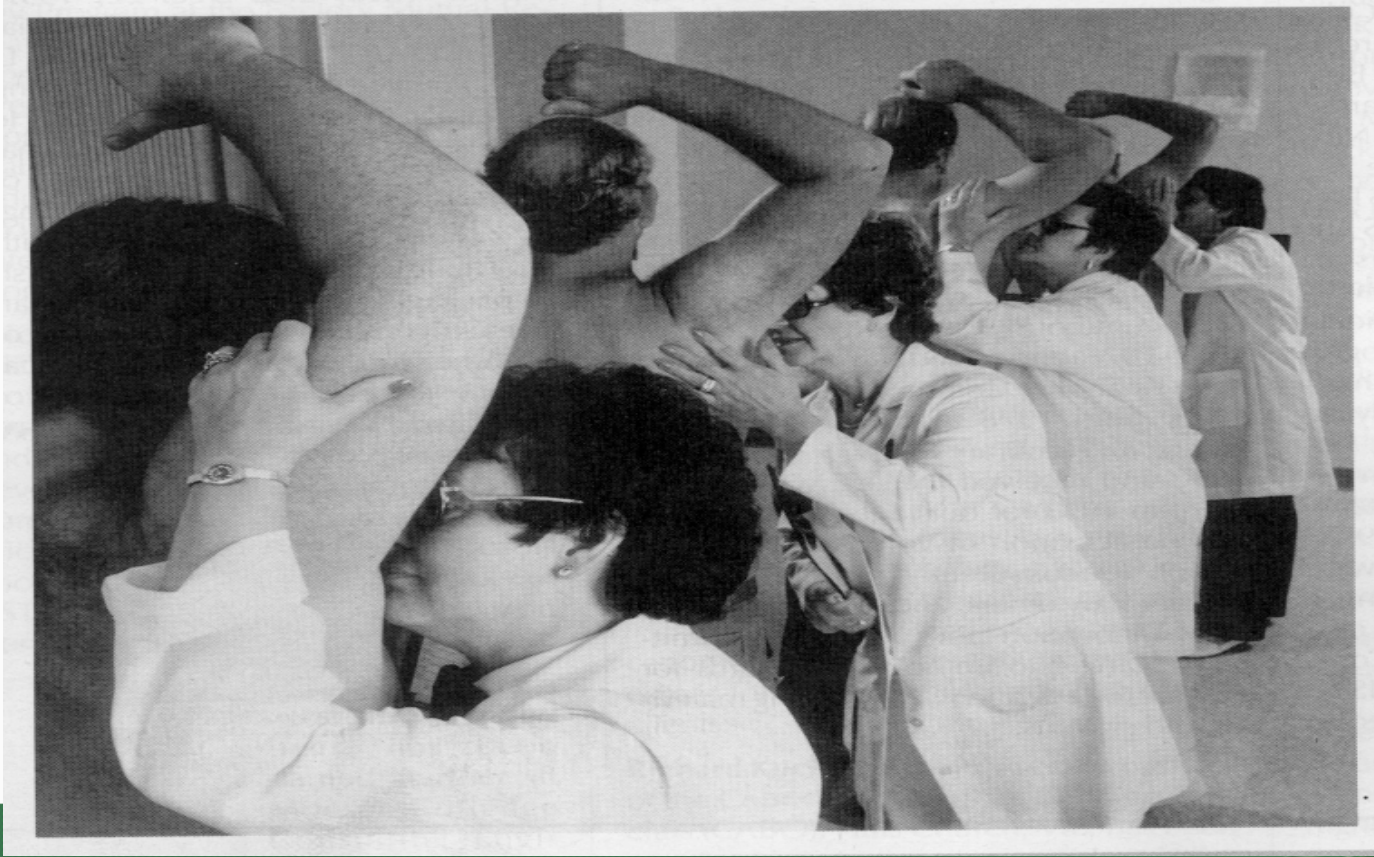
Each Certification has Published Standards and Procedures



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Need to Have Standards



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Why Do You Care About Home Performance?

- Jobs – Can't be exported
- Economy – Dollars stay local
- Sustainable – Creating durable, sustainable, affordable housing infrastructure from existing stock
- Programs provide leveraging to get started
- More than \$6 Billion reasons to get involved



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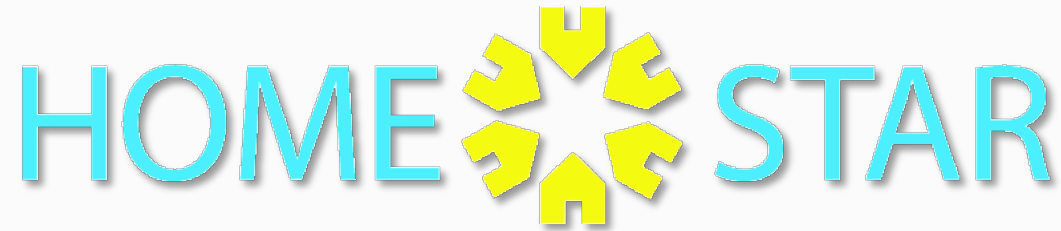
Programs to Consider

- Home Performance with ENERGY STAR
- Energy Upgrade California
- Whole House Performance Programs/ Whole House Prescriptive Programs (IOUs)
- Local (Berkeley ME2)
- Many local and state PACE programs and California First
- HomeStar GOLDSTAR



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Built upon the solid policy foundation of delivering
real jobs through the private sector to accomplish
public imperatives,

Federal jobs initiative with substantial
rebates for homeowners choosing
contractors from a qualified workforce

Passed the U.S. House 5/7/10; introduced in Senate



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SILVER STAR

SILVER STAR - Eligible Measures

\$1,000 Per Measure

Up to 50%

Cap \$3,000

Rebate delivered to customer at time of purchase, but paid to installer post completion of job and quality assurance:

- ☐ Whole House Air Sealing
- ☐ Duct Seal / Replace
- ☐ Attic Insulation w Sealing
- ☐ Wall Insulation
- ☐ Domestic Hot Water
- ☐ Floor Insulation
- ☐ Heating Equipment
- ☐ Cooling Equipment
- ☐ Windows and Doors

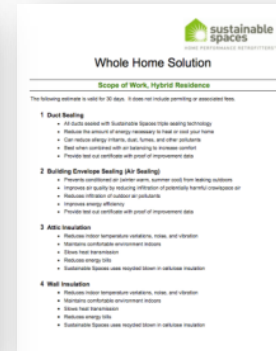


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GOLD STAR

1. **Energy Assessment**
 - **Minimum 20% savings work scope**
 - **BPI Accredited**
2. **Retrofit**
 - ***Fundamentals***
 - Weatherization
 - Insulation
 - ***Major systems***
 - Heating / Cooling
 - Water Heating
3. **Quality Assurance**
 - **15%/ 10%**



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Getting Gold Star Ready

- 1. Certification – Individual Technician**
2. Accreditation – Contractor Company



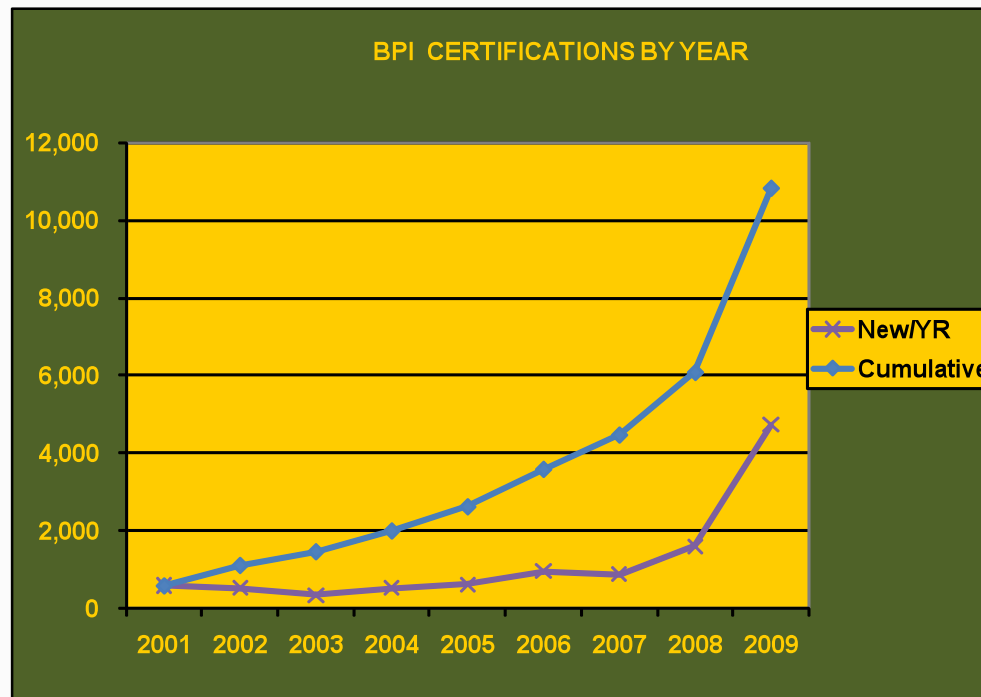
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Growth of BPI Certifications

BPI CERTIFICATIONS BY YEAR		
Year	New	Cumulative in Market
2001	594	594
2002	526	1,120
2003	352	1,472
2004	96	1,568
2005	347	1,915
2006	812	2,727
2007	606	3,333
2008	1,243	4,576
2009	4,127	8,703
Total	8,703	

>11,000 certified
professionals 6/2010

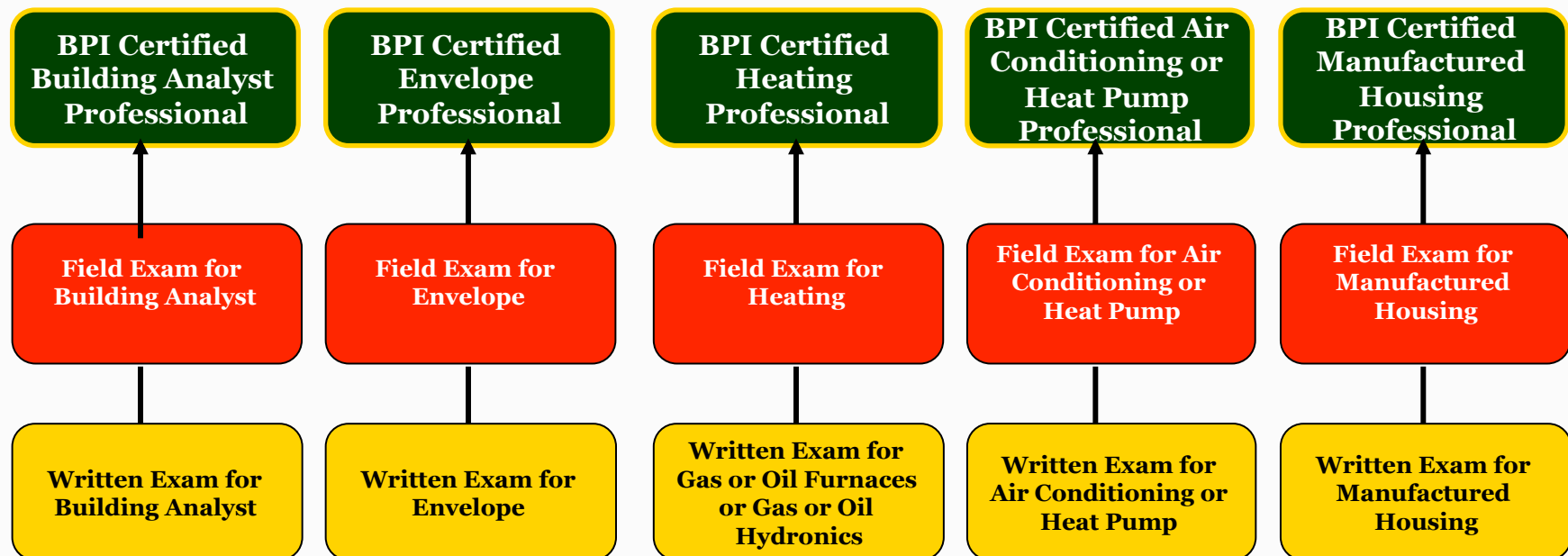


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BPI Certification Model

Certification is for the Individual Technician



<http://www.bpi.org/standards.aspx>



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9 Professional Certifications

- building energy auditing and analysis,
- mechanical (heating and air conditioning/heat pump),
- envelope,
- mobile home ,and
- multi-family designations (analyst and building operator)
- *Residential Building Envelope Whole House Air Leakage Control Installer*
- *Residential Building Envelope Whole House Air Leakage Control Crew Chief*



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<http://www.bpi.org/professionals.aspx>



Training for Certification

- Training not mandatory but highly recommended
- On-line/Classroom/Field training provided by the Affiliate network
- Training structure varies by Affiliate and Program
- Range 5 days for experienced construction professionals to 6 weeks for inexperienced contractors
- Some community colleges with 2-year degree programs



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Getting Gold Star Ready

1. Certification – Individual Technician
- 2. Accreditation – Contractor Company**
 - Must have 2 certifications on staff



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Affiliates Provide Training

- Provide training/mentoring/examination services
- Classroom theory
- Hands-on field training
- Must use BPI-reviewed curriculum that delivers all elements of BPI standards
- Highly qualified experts provide training

>192 Affiliates - 6/2010



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<http://www.bpi.org/affiliates.aspx>



Models for Affiliates - Curriculum Developer

- Saturn Resource Management (www.srmi.biz)
 - On-line training
 - Train the trainer
 - Printed Publications (Residential Energy by Krigger and Dorsi)
 - BPI / RESNET / Weatherization core training
- Performance Systems Development (www.psdconsulting.com)
 - Software Development (TREAT)
 - BPI training
 - Program Implementer



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Models for Affiliates – Training Only

- Everblue Energy, Inc. (national)
- Clean Edison (national)
- Energy Conservation Institute (very local focus – Ventura - with lab and multi-lingual curriculum development; equipment sales and support)
- Wyoming Energy Council (internal training; HPwES sponsor; working with local weatherization and utility programs – no incentives or rebates)



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Using Affiliates as Training /Quality Assurance Subcontractors

- Energy Trust of Oregon & Conservation Services Group
- Powell Community College & Apple Energy Group (no incentives or rebates)



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Partnerships: Community Colleges and Workforce Development

- College of the Redwoods / Our Evolution / Workforce Investment Board
 - Contract for 100 to go through Building Analyst and Envelope Training
 - College provides facilities and pre-screening
 - Humboldt County Employment & Training provides 100% funding



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Partnerships: Another Example

- Erie Community College and New York State Energy Research Development Authority (NYSERDA)
 - New York requires all contractors involved in weatherization for low income or Home Performance with ENERGY STAR to be ACCREDITED contractors
 - ECC provides training in multiple certifications as part of its non-credit professional development program
 - The cost of this training is \$1,045, with NYSERDA reimbursing 75% of the fee upon completion of the course. Net cost after reimbursement is \$261.25.



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Partnerships – Another Example

- Chaffee College – San Bernardino
 - Working with multiple County Departments of Workforce Development (San Bernardino/Riverside)
 - Everblue Energy Inc. is affiliate
 - Recruiting and retraining under- or unemployed personnel specifically in their county
 - Pays training but not certification
 - No charge to candidate



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Path to Affiliation - Curriculum

- Provide all information for the Primary Training Chart (where/what/name of course).
- Fill out the Disclosure Form (potential conflicts)
- Submit self-developed curriculum outline for BPI approval **or**
- A copy of the signed licensing page of purchased Approved Curriculum



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http://www.bpi.org/affiliates_curriculums.aspx



Path to Affiliation - Preparation

- Perform a Self Assessment
- Review the BPI Affiliate Policies and Procedures.
- Submit the completed Affiliate Application.
- Pay the Affiliate Application fee of \$250.00 by credit card or check (renew annually)



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http://www.bpi.org/affiliates_process.aspx



Approved Curriculum Providers

Name	Organization	Email	Phone
Maureen Fitzgerald	NYSERDA	mef@nyserda.org	1-518-862-1090 ext. 3390
Katie Stoner	PSD	kstoner@psdconsulting.com	1-607-277-6240 ext. 278
Brad Turner	Southface	bturner@southface.org	
Darrel Tenter	Saturn Resource Management	darrel@srmi.biz	406-443-3433 800-735-0577
	Saturn	saturn@srmi.biz	
Lauren Carson	CleanEdison	lauren.carson@cleanedison.com	646-723-4513



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Path to Affiliation - Documentation

- Provide proof of Liability Insurance Policy for a minimum of one million dollars (\$1,000,000) in coverage, listing BPI as a certificate holder.
- Provide proof of Workers' Compensation Insurance.
- Develop and submit your company profile for use on the BPI website. See the sample Company Profile



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Path to Affiliation – Trainer/Proctor

- Submit a list of trainers with a brief biography of their credentials.
- Submit the Proctor Applications and signed Codes of Ethics for each potential proctor.
- Complete proctor phone orientation for online testing.



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Path to Affiliation – Complete Agreement

- After approval, once all criteria are met, sign and return the BPI Affiliate Agreement specific to your affiliation.
- Before, during, or soon after the application process, become BPI certified and complete a field-based proctor orientation by shadowing a qualified BPI staff person, or designee, to be approved as a field exam proctor.
 - May have proctors on staff or
 - Hire proctors on independent basis

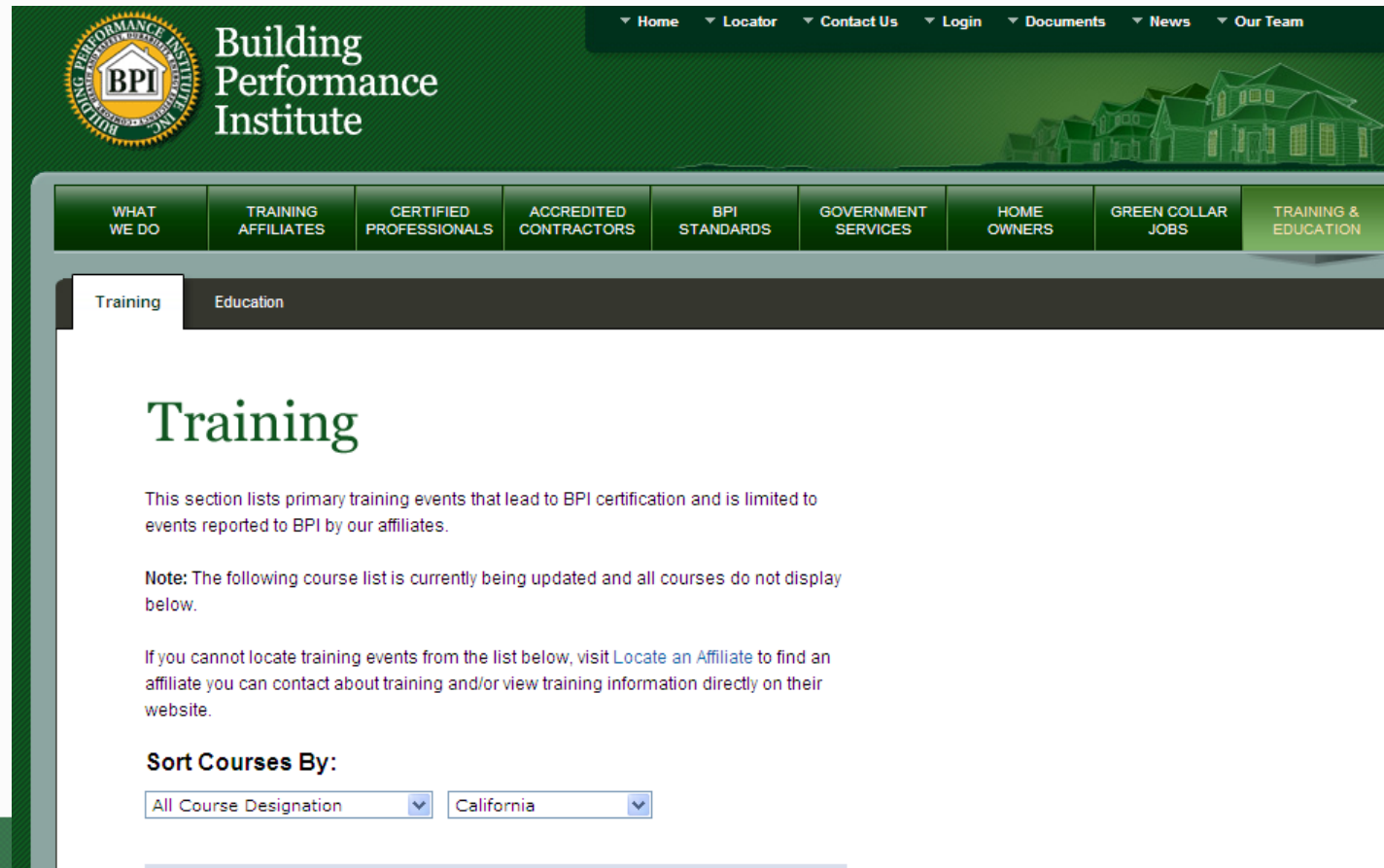


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Finding Training

www.bpi.org and click on “Training and Education”



The screenshot shows the BPI website with a green header and navigation bar. The main content area is titled "Training" and includes a note about the course list being updated. Below the note, there are two dropdown menus for "Sort Courses By:" with "All Course Designation" and "California" selected.

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Home Locator Contact Us Login Documents News Our Team

WHAT WE DO TRAINING AFFILIATES CERTIFIED PROFESSIONALS ACCREDITED CONTRACTORS BPI STANDARDS GOVERNMENT SERVICES HOME OWNERS GREEN COLLAR JOBS TRAINING & EDUCATION

Training Education

Training

This section lists primary training events that lead to BPI certification and is limited to events reported to BPI by our affiliates.

Note: The following course list is currently being updated and all courses do not display below.

If you cannot locate training events from the list below, visit [Locate an Affiliate](#) to find an affiliate you can contact about training and/or view training information directly on their website.

Sort Courses By:

All Course Designation California



http://www.bpi.org/schedules_training.aspx



Getting it Done

- What's it cost to hire it in? – Varies, but do an RFP
- What's it cost for the individual to go through with the programs - "free training" - Time and materials
- Exam costs
 - BPI charges \$125 for each exam submitted
 - Affiliates mark up – bulk rate negotiable after 1 year
 - Grantees contracted with ETP may not be able to pay for certification exams
 - SEP funds can pay for certification exams



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